

1/12

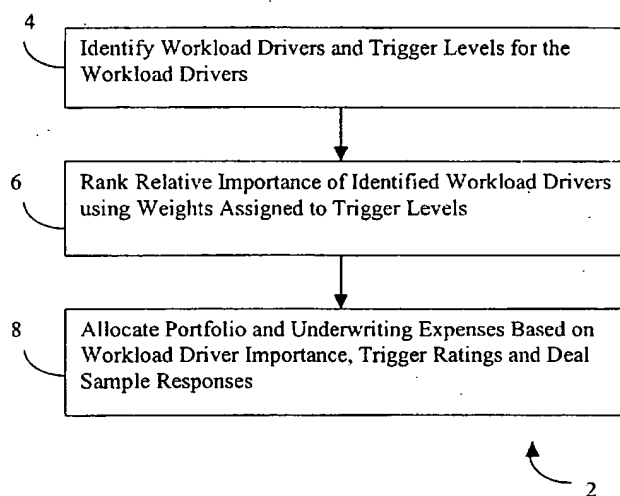


Figure 1

2/12

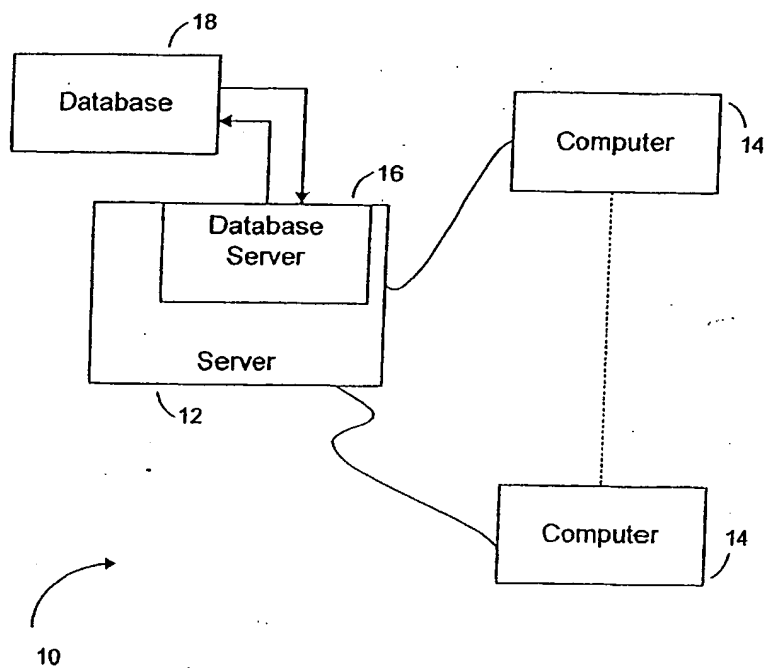


FIGURE 2

3/12

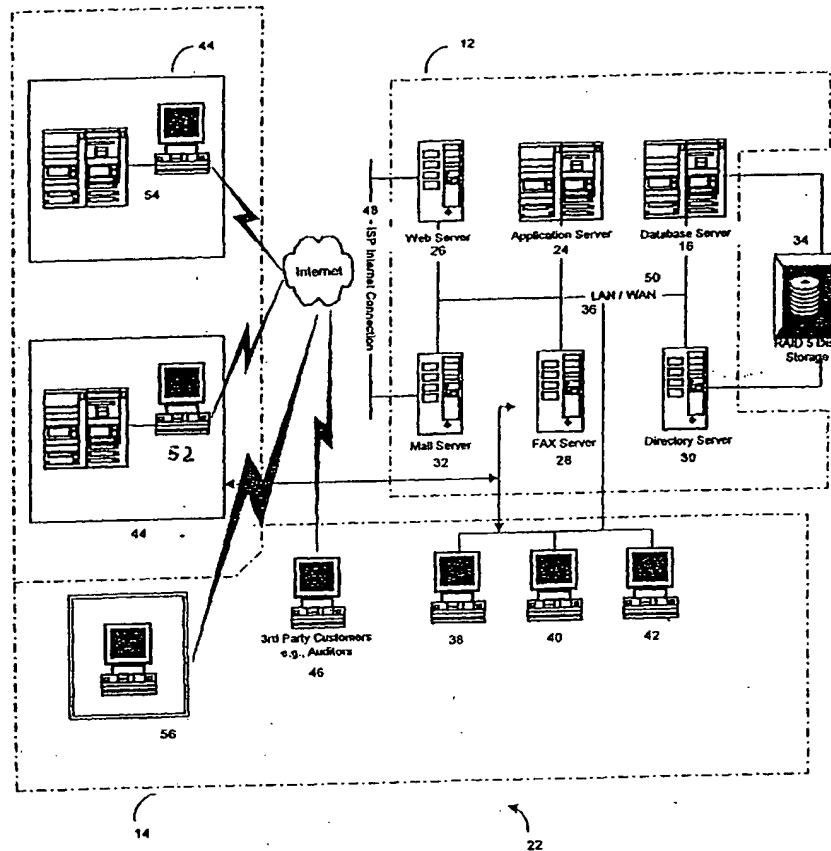


FIGURE 3

4/12

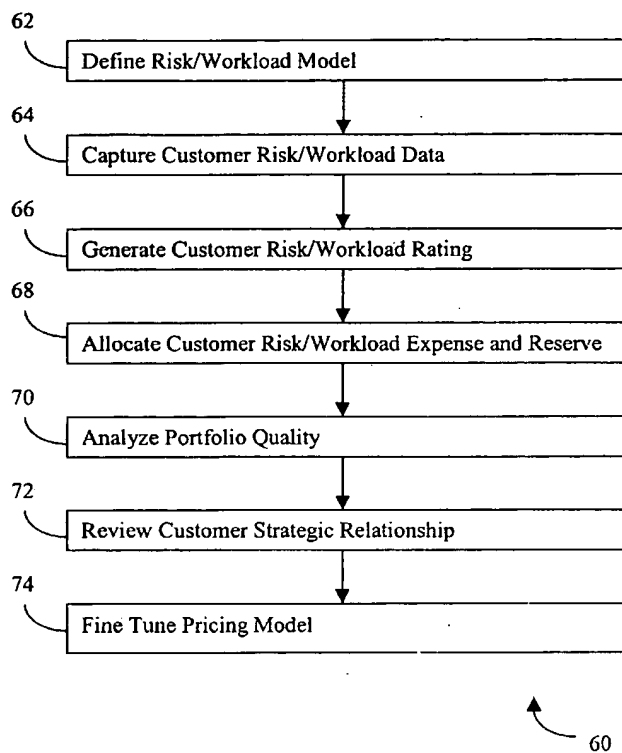


Figure 4

5/12

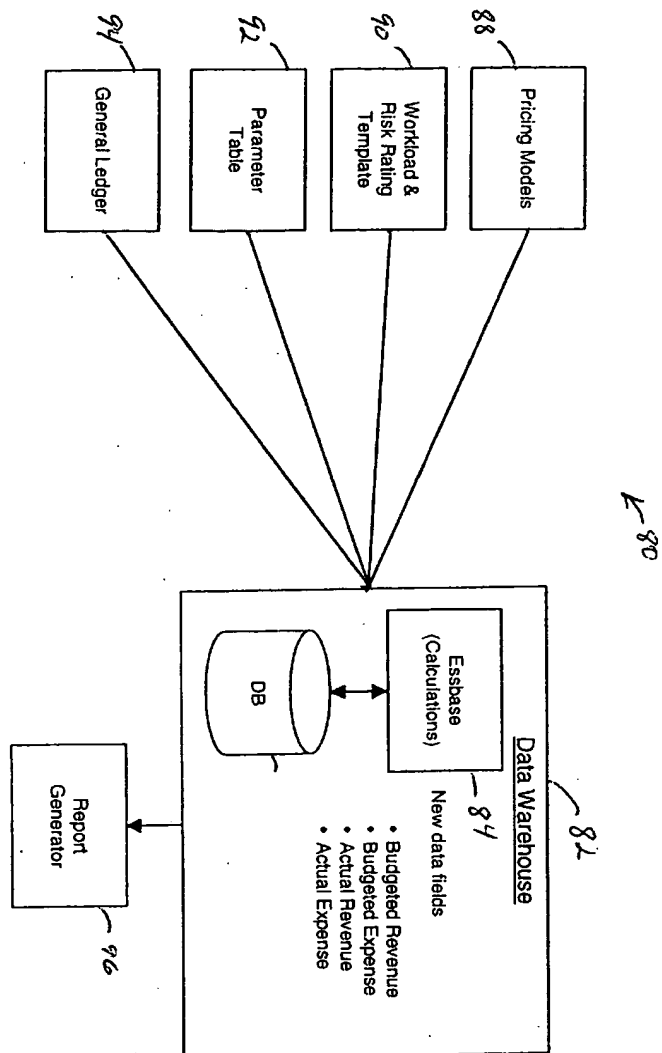


FIGURE 5

Page 30 of 36

Required Inputs

CUSTOMER	Customer Name
REGION	
SALES / PORTFOLIO REP	
US or Canadian Deal	US
Cross-Sell Deal	No
Cross-Sell Source	

Required Inputs: (Select Inputs From Drop Down Menus - All 11 Must be Completed)

- 1) What is the collateral performance? _____
- 2) What is the excess availability after trade clean-up? _____
- 3) Are the books & records (systems & processes) adequate? _____
- 4) What is the risk classification? _____
- 5) How many ratings are in the borrowing base? _____
- 6) What is the frequency of borrowing? _____
- 7) What is the frequency of borrowing base reporting? _____
- 8) Is it a co-borrower structure? _____
- 9) What is the fixed charge coverage? _____
- 10) Is this a 1st time ABL borrower? (i.e., level of mgmt experience) _____
- 11) Is there an EX-IM bank guarantee? _____

100

FIGURE 6

6/12

7/12

FIGURE 7

FIGURE 8

FIGURE 8

140

[illegible]

FIGURE 9

11/12

Region	Acct. Mgr.	Deal	Coll. Monitoring	Client Regs.	Workload	Risk	Work/ Risk
E	Smith	Steel Co.	2.45	0.80	1.90	2.50	Mod/High
MW	Jones	Paper Co.	2.55	1.30	2.13	2.03	High/High
S	White	Drug Co.	2.00	0.50	1.50	0.60	Mod/Low
W	Black	Lumber Co.	2.00	1.00	1.67	1.80	Mod/Mod

220

Figure 11

12/12

Strategic Relationship Review

Customer Name: _____
Maturity Date: _____
Account Manager: _____
Date: _____

Goals	Specific Objectives	Achievements	Assessment*
Customer Visitation Determine visitation schedule & objectives.	• • •		
Senior Management Contact Determine senior management calling strategy & objectives.	• • •		
Value Added Services Plans for cross selling other GE / GE Capital products & services	• • •		
Opportunities For Performance Based Pricing Determine whether a performance based pricing strategy is appropriate.	• • •		
Flexibility In Structure / Reporting Determine whether increased flexibility is warranted due to improved financial & collateral performance.	• • •		
Incremental CV\$ Identify opportunities to generate incremental CV\$ through WAAI fees, contract extensions & incremental new business.	• • •		
Responsiveness Outline customer requirement & establish objectives to met/exceed expectation.	• • •		
Retention Strategy Understand Customer CTO's & develop strategy to retain customer.	• • •		

Overall Performance Rating
Did Not Meet Expectations 1 2 3 Met Expectations 4 Exceeded Expectations 5
*Performance Assessment is The Responsibility Of The Region Manager & Portfolio Manager With Input From The SCO Where Appropriate.

FIGURE 12 240